

Message Text

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STATE/AF/EPS/LWHITE

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R 292325Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY PRETORIA

AMCONSUL DURBAN

AMCONSUL JOHANNESBURG

AMCONSUL CAPE TOWN

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E.O. 11652: N/A

TAGS: BEXP, SF

SUBJECT: FISCAL YEAR 1976/1977 COMMERCIAL RESOURCE

ALLOCATION GUIDES

1. TO SYNCHRONIZE PERGRAMMING WITH BUDGET CYCLES, AS
RECOMMENDED E/C CONFERENCES PREPARATORY WORK MUST NOW BEGIN
FOR FY 1977 CRAG; FURTHER, TO MINIMIZE OVERLAP IN PLANNING
FY 1976 CRAG, SIMILAR GUIDELINES HEREIN PRESENTED FOR BOTH.

2. POSTS REQUESTED REVIEW EXISTING MARKET RESEARCH AND
OTHER REPORTS AND FORMULATE RECOMMENDATIONS FOR OBJECTIVES
AND ACTIVITIES FOR FY'S 1976 AND 1977 AND PERSONNEL
RESOURCES NEEDED TO ACCOMPLISH THEM.

3. FY 1976 TARGET INDUSTRIES ARE 1) PRINTING AND GRAPHIC
ARTS, 2) ELECTRONIC COMPONENTS, 3) METALWORKING AND
FINISHING MACHINERY, 4) PROCESS CONTROL INSTRUMENTATION,
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AND 5) AVIONICS AND AVIATION GROUND SUPPORT EQUIPMENT.

FOR FY 1977 THE FIVE ARE 1) FOOD PROCESSING AND PACKAGING, 2) WATER PURIFICATION AND POLLUTION CONTROL, 3) LABORATORY INSTRUMENTATION, 4) BUSINESS EQUIPMENT, AND 5) ENERGY SYSTEMS. FY 1976 AND FY 1977 GRAG'S WILL CONTAIN NEW SECTION ON RESOURCE ALLOCATION (RA) (SAMPLE BEING AIR POUCHES) WHICH ACCOUNTS FOR ALL ECONOMIC/COMMERCIAL PERSONNEL ASSIGNED TO VARIOUS COMMERCIAL FUNCTIONS. GRAG ITSELF WILL THEN JUSTIFY ANY POST REQUEST FOR INCREASED

FUNDS/PERSONNEL. WHERE INCREASES REQUIRED, SUCH SHOULD BE CLEARLY INDICATED. RA SECTION OF FY 1976 GRAG IS EXPECTED TO BE COMPLETED DURING MARCH/APRIL, 1975 POST VISIT OF COMMERCE/STATE TEAM. POST RECOMMENDATIONS FOR FY 1976 GRAG SHOULD BE CABLED WASHINGTON NTL DECEMBER 20, 1974. FY 1976 RECOMMENDATIONS INCLUDING RA SECTION, TO BE CABLED NTL JANUARY 24, 1975. IN SUBMITTING ITS VIEWS THE POSTS MAY WISH TO TAKE IN CONSIDERATION INSPECTOR'S REPORT BEING POUCHES BY STATE THIS WEEK. INGERSOLL

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